## STATE OF DELAWARE PUBLIC SERVICE COMMISSION

## APPLICATION FOR AN ELECTRIC SUPPLIER CERTIFICATE

## 26 Del. Admin. C. §3001 – Rules for Certification and Regulation of Electric Suppliers

## 2.0 Certification of Electric Suppliers

- 2.1 All Electric Suppliers must obtain an Electric Supplier Certificate from the Commission to sell electric supply service to or arrange the purchase on behalf of Retail Electric Customers prior to offering contracts to Customers or commencing service.
- 2.1.1 Certification Requirement. All Electric Suppliers shall file with the Commission an original and ten (10) copies of an Application for an Electric Supplier Certificate. Such application shall contain all the information and exhibits hereinafter required and may contain such additional information as the Applicant deems appropriate to demonstrate to the Commission that it possesses the technical, financial, managerial and operational ability to adequately serve the public.

### 2.3 Application Fee.

A non-refundable application fee of \$750 shall be submitted with the application for Certification.

2.4 Incomplete or Abandoned Applications.

Applications that do not include the necessary fees, supporting documentation or information may be rejected. The Commission Staff will provide the Applicant with a list of deficiencies and the Applicant will be given time to provide the necessary information to complete its certification. However, an incomplete or abandoned application will be closed four (4) months after the filing date, unless such time frame is extended by the Commission.

### 10.0 Other General Rules

10.1 Proprietary Information. Under Delaware's Freedom of Information Act, 29 Del. C. ch. 100, all information filed with the Commission is considered of public record unless it contains "trade secrets and commercial or financial information obtained from a person which is of a privileged or confidential nature." 29 Del. C. §10002(d)(2). To qualify as a non-public record under this exemption, materials received by the Commission must be clearly and conspicuously marked on the title page and on every page containing the sensitive information as "proprietary" or "confidential" or words of similar effect. The Commission shall presumptively deem all information so designated to be exempt from public record status. However, upon receipt of a request for access to information designated proprietary or confidential, the Commission may review the appropriateness of such designation and may determine to release the information requested. Prior to such release, the Commission shall provide the entity which submitted the information with reasonable notice and an opportunity to show why the information should not be released.

REFER TO 26 Del. Admin. C. § 3001 FOR SPECIFIC INFORMATION REQUIRED. UNLESS OTHERWISE NOTED, CAPITALIZED TERMS SHALL HAVE THE MEANINGS ASCRIBED TO THEM IN 26 Del. C. §1001 and 26 Del. Admin. C. §3001. COMMISSION STAFF MAY REQUEST ADDITIONAL INFORMATION IN ORDER TO COMPLETE THE PROCESSING OF YOUR APPLICATION.

INFORMATION REQUIRED FROM ALL APPLICANTS		
1	Authority to Do Business in Delaware: [Section 2.1.1.1]	Required information is provided in Exhibit
2	Resident Agent: [Section 2.1.1.2]	Robb Tricomi: 1063 Lower Twin Lane Rd. New Castle, DE 19720
3	Performance Bonds: [Section 2.1.1.3]	( ) Required information is provided in Exhibit  ( Performance bond or guarantee not required.
4	Compliance with Regional Requirements: [Section 2.1.1.4]	( ) Proof of PJM member ship is provided in Exhibit  ( Applicant agrees to only work with an entity that complies with PJM's requirements and is a Certified Electric Supplier in Delaware. (Brokers Only)
5	Financial, Operational, Managerial and Technical Ability. Each Applicant shall be required to present substantial evidence supporting their financial, operational, managerial and technical ability to render service within the State of Delaware. Such evidence shall include, but is not limited to:  [Section 2.1.1.5]	
5(a)	Certified Financial Statements or other indicia of financial capability [Section 2.1.1.5.1]	Required information is provided in Exhibit  Seperate attached document
5(b)	Brief description of the nature of business being conducted, including types of customers to be served, services provided and geographic area in which services are to be provided. [Section 2.1.1.5.2]	Types of customers ( Residential ( Residenti
5(c)	List of states presently selling electric supply/brokering services and list of states with applications pending: [Section 2.1.1.5.3]	State Type

5(d)	List of states in which Applicant has	State Date
<sup>3(u)</sup>	been denied approval and/or has had	Otate
	authority revoked:	State Date
	[Section 2.1.1.5.4]	
	-	( Applicant has never been denied or
		revoked
5(e)	Relevant operational experience of each	Required information is provided in Exhibit
	principal officer responsible for Delaware	3.
	operations.	
- (2)	[Section 2.1.1.5.5]	( ) 0 (5500
5(f)	A copy of FERC approval as a Marketer	
	or date and docket number of the	Exhibit
	application to FERC. [Section 2.1.1.5.6]	( ) The date and docket number of
	[38611011 2.1.1.3.0]	application:
		арриссион.
5(g)	Applicant must secure a bond with	Does the Applicant require deposits,
'(3)	corporate surety licensed to do business	advance payment, prepayments, financial
	in Delaware guaranteeing the repayment	guarantees or the like from customers?
	of all customer deposits and advances	( ) Yes ( $\mathcal{V}$ ) No
Ì	upon the termination of service.	(If yes, Applicant shall include bond in the
	[Section 2.1.1.5.7]	appropriate amount.)
		Required information is provided in Exhibit
		Trequired information is provided in Exhibit
		<del></del>
5(h)	The Applicant shall disclose whether the	( ) See Exhibit for detailed statement
` ′	entity or any of its affiliated interests has	of all bankruptcy proceedings for the past
	filed for bankruptcy in the past 24	24 months of the applicant or any affiliated
	months.	interests.
	[Section 2.1.1.5.9.10]	
		( ) Neither Applicant nor affiliated
		interests has filed bankruptcy in the past
5(:)	Any other information	24 months.  ( ) Other supporting material for this
5(i)	Any other information   [Section 2.1.1.5.9.11]	application is provided in Exhibit(s) 4.
	[360001 2.1.1.3.9.11] 	application is provided in Exhibit(s)
		( ) No other supporting material is
		provided.
6	Verification of Application	( Verification is provided in Exhibit
	[Section 2.1.1.6]	<u>5</u> .
	(See Attachment A for an example)	

7	Consent to the Jurisdiction. [Section 2.1.1.7]	TYPED/PRINTED NAME:  Jonathan & Coerch  TITLE: CCC
8	Other Requirements [Section 2.1.1.8]	0,F 6
8(a)	Legal name as well as name under which Applicant proposed to do business in Delaware: [Section 2.1.1.8.1] (Registration of Trade, Business & Fictitious Name Certificate for each of the three Delaware counties must be included for any d/b/a.)	
8(b)	State of incorporation, business address and address of the principal officer: [Section 2.1.1.8.2]	
8(c)	Name, title and telephone number of a regulatory contact person: [Section 2.1.1.8.3] (This person will ordinarily be the initial point of contact for resolving complaints filed with the Commission. The Commission will also send any correspondence to this person.)	
8(d)	A toll-free telephone number of customer service department: [Section 2.1.1.8.4] (This number will be listed on the Commission's website as a resource for existing and potential customers of the Applicant.)	
8(e)	Description of the Applicant's experience in the energy market and a brief description of the services it plans to offer in Delaware and the type of customers it plans to serve. [Section 2.1.1.8.5]	Types of customers ( Residential ( Small Commercial ( Large Commercial ( Industrial

8(f)	Statement detailing any criminal activities of which the Applicant or any of its affiliated interests has been charged or convicted, or which the principal or corporate officers of the Applicant or any of its affiliated interests has been charged or convicted.  [Section 2.1.1.8.6]  Waiver of Certification Requirements.	( ) See Exhibit for detailed statement of criminal activities.      ( ) Neither Applicant nor affiliated interests have been charge or convicted of any criminal activities.      ( ) Applicant requests waiver of the
	[Section 2.5] (Only applicable to Applicants requesting a waiver)	requirements in Section(s) for the following reason(s):
10	Tax identification number	
	ADDITIONAL INFORMATION NOT	REQUIRED FROM BROKERS
1	All new Applicants, except Brokers, shall demonstrate in their applications that they possess a minimum of \$100,000 of assets in excess of encumbrances or a minimum of \$100,000 in cash, cash equivalents, or financial instruments that are reasonably liquid and readily available to meet their costs of providing electricity to Customers or any combination thereof. [Section 2.1.1.5.8]	( ) Cash or cash equivalent {2.1.1.5.9.1} ( ) Certificate of deposit {2.1.1.5.9.2} ( ) Stock proceeds or stockholder equity {2.1.1.5.9.3} ( ) Letter of credit {2.1.1.5.9.4} ( ) Line of credit {2.1.1.5.9.5} ( ) Loan {2.1.1.5.9.6} ( ) Guarantee by corporation, copartnership, or other person {2.1.1.5.9.7} ( ) Guarantee by subsidiary, affiliate or corporation holding controlling interests {2.1.1.5.9.8} ( ) Identifiable assets {2.1.1.5.9.9}  Required information is provided in Exhibit(s)
2	Each Applicant, <b>except Brokers</b> , shall publish notice of the filing of the application in two (2) newspapers having general circulation throughout the State in a form to be prescribed by the Commission.  [Section 2.2]	The form of notice will be forwarded to the Applicant upon receipt of the Application for an Electric Supplier Certificate.

ADDITIONAL INFORMATION REQUIRED FROM APPLICANTS SERVING RESIDENTIAL AND SMALL COMMERCIAL CUSTOMERS

Contracts. At the time of the filing, the Applicant shall either provide its Standard Contract for Residential and Small Commercial Customer or a link to it on the Applicant's website. Such contract is subject to review by the Commission Staff and if Staff determines that such contract is not consistent with these Rules for Certification and Regulation of Electric Suppliers ("Rules"), then Staff shall have the authority to require changes in order to make consistent with these Rules or			
	tric Supplier faces revocation of its Electric Supplier ificate by the Commission after a hearing. Such		
1	ract shall be in clear and plain language and		
1	de explicit terms and conditions which at a		
	mum contain the following [Section 2.1.1.9]		
1	A clear statement of the duration of the contract. [Section 2.1.1.9.1]		
2	The price stated in cents per kWh or a clear and unambiguous statement of the precise mechanism or formula by which the price will be determined.  [Section 2.1.1.9.2]		
3	A complete list of any other fees, including early termination penalties, late fees, and interest charges, which can be imposed on the customer, including but not limited to the magnitude of the fees and the specific conditions under which such fees can be imposed.  [Section 2.1.1.9.3]		
4	A statement of the Electric Supplier's termination rights, which shall explain the specific conditions, under which the Electric Supplier may terminate service. At a minimum, the Electric Supplier shall provide the Residential or Small Commercial Customer with at least 30 days notice of termination of the contract and procedures to maintain ongoing service.  [Section 2.1.1.9.4]		
5	The Electric Supplier's local or toll-free telephone number; address and web address, if applicable; and the Commission's address and telephone number.  [Section 2.1.1.9.5]		
6	A statement informing the Residential or Small Commercial Customer that, because of relocation outside of their current EDC's service territory, they he/she may terminate his/her contract with his/her Electric Supplier with no termination fee upon a 30-day notice in writing to the Electric Supplier.  [Section 2.1.1.9.6]		
7	A Residential or Small Commercial Customer has ten ( the EDC sends the confirmation letter to rescind his/her		



## **Exhibit List**

Exhibit 1: 1 - Authority to Do Business in Delaware

Exhibit 2: 5(c) -States of Current Operation & Copies of Licenses

Exhibit 3: 5(e) - Technical and Managerial Competency

Exhibit 4: 5(i) - Ownership, Market Information & Material

Exhibit 5: 6 – Form of Verification

Exhibit 6: 8 – Other Requirements

## Other included documents:

5(a) - Certified Financial Statements and other indicia of financial stability

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## Delaware

## The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF

DELAWARE, DO HEREBY CERTIFY THAT A CERTIFICATE EVIDENCING THE

CORPORATE EXISTENCE OF "INDEPENDENCE BIOFUELS, INC.", A

CORPORATION DULY ORGANIZED UNDER THE LAWS OF THE STATE OF

PENNSYLVANIA, WAS RECEIVED AND FILED IN THIS OFFICE AS A FOREIGN

CORPORATION ON THE TWELFTH DAY OF MAY, A.D. 2009.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "INDEPENDENCE BIOFUELS, INC.", FILED A CERTIFICATE OF FOREIGN CHANGE OF NAME, CHANGING ITS CORPORATE TITLE TO "AMERIGREEN ENERGY INC", ON THE FIRST DAY OF APRIL, A.D. 2011, AT 12:30 O'CLOCK P.M.

AND I DO HEREBY FURTHER CERTIFY THAT THE AFORESAID

CORPORATION IS QUALIFIED TO DO BUSINESS UNDER THE LAWS OF THE

STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL

CORPORATE EXISTENCE NOT HAVING BEEN WITHDRAWN OR REVOKED, SO FAR

AS THE RECORDS OF THIS OFFICE SHOW AND IS DULY AUTHORIZED TO

TRANSACT BUSINESS IN THE STATE OF DELAWARE.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "AMERIGREEN ENERGY INC" WAS INCORPORATED ON THE TWELFTH DAY OF MAY, A.D. 2009.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL REPORTS HAVE

4686176 8360

151126443

Jeffrey W. Bullock, Secretary of State **AUTHENTYCATION: 2611567** 

DATE: 08-03-15

You may verify this certificate online at corp.delaware.gov/authver.shtml



PAGE 2

## The First State

BEEN FILED TO DATE.

AND I DO HEREBY FURTHER CERTIFY THAT THE FRANCHISE TAXES HAVE BEEN PAID TO DATE.

4686176 8360

151126443

AUTHENTICATION: 2611567

DATE: 08-03-15

You may verify this certificate online at corp.delaware.gov/authver.shtml



## **States of Current Operation**

We currently operate as an electric and natural gas broker in PA, NY, NJ, and CT.

## Pennsylvania

Electric Supplier: A-2014-2451720 Natural Gas Supplier: A-2014-2451710

(see attached)

## **New Jersey**

Energy Consultant: EC-010 Energy Agent: EA-0318 Private Aggregator: PA-0165 (see attached)

## PUBLIC UTILITY COMMISSION

IN THE MATTER OF THE APPLICATION OF: A-2014-2451710

Company, Philadelphia Gas Works, National Fuel Gas Distribution Corporation, Peoples Natural Gas Company, LLC, Peoples Natural Gas Application of Amerigreen Energy, Inc. d/b/a Amerigreen Energy Brokers to begin to offer, render, furnish or supply natural gas supply services to residential, small commercial (under 6,000 MCF annually), large commercial (6,000 MCF or more annually), industrial, and Pennsylvania: Valley Energy, UGI Utilities, Inc., UGI Central Penn Gas, UGI Penn Natural Gas, Peoples TWP LLC, PECO Energy governmental customers within the following natural gas distribution company service territories within the Commonwealth of Company LLC - Equitable Division, and Columbia Gas of Pennsylvania, Inc. The Pennsylvania Public Utility Commission hereby certifies that after an investigation and/or hearing, it has, by its report and order made and entered, found and determined that the granting of the application is necessary or proper for the service, accommodation, convenience and safety of the public and hereby issues, evidencing the Commission's approval, to the applicant

## LICENSE FOR NATURAL GAS SUPPLIER.

these presents to be signed and sealed, and duly attested by its Secretary at its office in the In Witness Whereof, The PENNSYLVANIA PUBLIC UTILITY COMMISSION has caused City of Harrisburg this 29<sup>TH</sup> DAY OF JANUARY 2015.

Obsermy The

Secretary

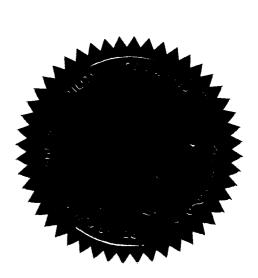
## PUBLIC UTILITY COMMISSION

IN THE MATTER OF THE APPLICATION OF: A-2014-2451720

EFFECTIVE DATE: January 15, 2015

generation supplier services as a supplier and aggregator engaged in the business of supplying electricity to residential, small Application of Amerigreen Energy, Inc. d/b/a Amerigreen Energy Brokers to begin to offer, render, furnish or supply electric commercial (25kW and under), large commercial (over 25 kW), industrial and governmental customers in all of the electric distribution company service territories with the Commonwealth of Pennsylvania.

The Pennsylvania Public Utility Commission hereby certifies that after an investigation and/or application is necessary or proper for the service, accommodation, convenience and safety of the public and hearing, it has, by its report and order made and entered, found and determined that the granting of the hereby issues, evidencing the Commission's approval, to the applicant this:



# LICENSE FOR ELECTRIC GENERATION SUPPLIER.

has caused these presents to be signed and sealed, and duly attested by its Secretary In Witness Whereof, the PENNSYLVANIA PUBLIC UTILITY COMMISSION at its office in the city of Harrisburg this 15th day of January, 2945.

Secretary



## Board of Public Utilities

44 South Clinton Avenue, P.O. Box 350, Trenton, New Jersey 08625-0350

## HEREBY REGISTERS

d/b/a Amerigreen Energy Brokers Amerigreen Energy, Inc.

Englewood Cliffs, New Jersey 07632 333 Sylvan Avenue, Suite 206

To conduct business in the State of New Jersey as an Energy Consultant

Secretary to the Board

EC-0101 Registration No. Effective Date: Expiration Date:

March 18, 2015 March 17, 2016



## Beard of Public Ultitues 44 South Clinton Avenue, P.O. Box 350, Trenton, New Jersey 08625-0350

## HEREBY REGISTERS

d/b/a Amerigreen Energy Brokers 333 Sylvan Avenue, Suite 206 Amerigreen Energy, Inc.

Englewood Cliffs, New Jersey 07632

To conduct business in the State of New Jersey as an

**Energy Agent** 

Secretary to the Board

March 18, 2015 March 17, 2016 Registration No. EA-0318 Effective Date: Expiration Date:





## **Technical and Managerial Competency**

Amerigreen Energy has been a supplier of electric and natural gas since 2011. Previous to that the owners and executive management operated a successful electric supply company, Worley & Obetz, Inc., that began sales in 1998.

AMERIgreen Energy's electricity and natural gas team is led by Jon Loercher and Seth Obetz. Both individuals have been involved with these industries since the beginning of deregulation in the late 90's. They gained their experience by operating Advanced Energy, a successful supplier in Pennsylvania until rate caps inflated the wholesale market and made it impossible to continue operations. When rate caps came off in PA in 2010, Jon and Seth applied and received licenses to sell electric and natural gas in PA, NJ and NY. With the winter vortex of 2014 taking its toll on customers and causing margin erosion in most electric markets, an executive decision was made to begin brokering electricity and natural gas. This would allow Amerigreen Energy to use our extensive experience to educate customers and build long term relationships. We interact with suppliers—with whom we have had relationships with for over 15 years—on our customers' behalf, with little to no risk involved.

Effectively managing our customers' information is of key importance. We have software in place that will track customer's usage along with our relationships with suppliers. We have a website built with the ability to enroll customers and communicate with them via email or mail throughout their contract term.

We are currently licensed and operating as a broker for electric and natural gas in PA, NJ, NY and CT. Attached to this application are licenses for NJ and PA.

We intend to broker to commercial customers via salesforce that has relationships with customer in Delaware. We intend to broker to residential customers through business relationships, SEO and SEM. Residential will not be our focus and at no point will we participate in door to door or cold calling to this class of customer.



## **Corporate Owners/Officers**

Ownership President: Jeffrey B Lyons 717-664-1915 1/3 2601 Old Orchard Road Lancaster PA 17601 194-42-6203 Vice President: R Seth Obetz 717-664-1900 1/3 917 White Oak Road Manheim PA 17545 196-60-0035 Treasurer: Robert W Obetz Jr 717-664-1901 1/3 881 White Oak Road Manheim PA 17545 189-34-9014 Secretary: 717-665-1402 Heather Woratyla 44 N Cope Hill Drive Lititz PA 17543

## The AMERIgreen Advantage

**AMERIgreen Energy Today: Benefits of Switching to** 

## **Get the Service You Deserve**

- A Team of Energy Industry Experts Working for You
- Dedicated Account Reps Providing Insight and Guidance
  - Easy Enrollment Process
- Liaison with the Local Utility
- Superior Customer Care

## **Get the Savings You Need**

Factories and Warehouse Space

Catering Halls

Bakeries

Hospitals and Nursing Homes

Commercial Office Buildings

Multi-Family Dwellings

Schools and Universities

**Religious Institutions** 

aundromats and Dry Cleaners

Department Stores

Greenhouses

Supermarkets

- Many Pricing Options
- Flexible Programs to Suit Your Individual
- **Control Your Energy Costs**
- Achieve "Budget Certainty"
  - Reduce Your Sales Tax (NY)

## **Experience the AMERIgreen Difference**

**Municipal and Government Properties** 

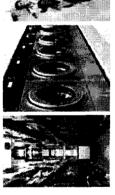
Residential Homes And Many Others

Co-Gen Facilities

- Custom Savings Analysis
  - Consolidated Billing
- Market Intelligence **Custom Reports**
- American Sourced Energy for You

## **AMERI**green Energy

Enabling energy freedom future generations. for us and for



















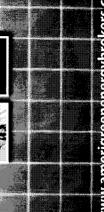


We can help you find the

electricity and natural gas supplier

and price that's right for you.





www.amerigreenenergybrokers.com

www.amerigreenenergybrokers.com

broker@amerigreen.com

1862 Charter Lane, Suite 101

Phone: 717-278-1064 Lancaster, PA 07632

Fax: 717-664-8133

AMERIGY Grokers.

Electricity • Natural Gas • 100% American Fuel Procurement, Hedging & Risk Management BioFuel • Propane • Lubricants **Brand Marketing** 



ndustries We Serve

**AMERI**OTEEN. Energy Brokers

Navigating the complex energy market



## Product you can rely on. People you can trust.

markets and assist with energy procurement; AMERIgreen Energy Brokers seeks to help increasingly complex competitive energy our clients understand and navigate the

our primary focus is currently retail value long-term natural gas. We and treat every electricity and opportunity to relationships clients' trust. ob as an earn our

businesses, the individuals and cost of energy is a significant expense, and For many

right for you.

handle these duties for you so you can focus the time commitment required to research, competitive business environment. We can can be overly burdensome in today's ultracompare, and negotiate supplier offers on your core competencies.















## **AMERIgreen Energy**

wholesale energy provider to the Mid-Atlantic AMERIgreen Energy is a Lancaster, Pa.-based energy freedom and sustainability for today working every day to improve America's and New England regions dedicated to and future generations.

> we leverage this experience to help you get the and natural gas supply companies and utilities;

years of experience working for retail electric

Experience - Our employees have many

ob as an opportunity to prove ourselves and

earn your trust.

slick marketing schemes, and we treat every

best deal for the energy products you require.

Relationships - We value long-term

energy solutions for your long-term benefit relationships, and seek to find you the best

natural gas, petroleum and biofuels, propane, motor oils, risk management, and marketing Since its founding, AMERIgreen Energy has unprecedented access to a trusted, total produced energy; supplying electricity, solutions. AMERIgreen's partners enjoy provided innovative and domestically energy provider.

Our strong team of leading industry experts take pride in being recognized as a trusted, commitment is to deliver the long-term partner customers have always counted on for guaranteed quality. Our

company they purchased their electricity and

natural gas from; the local utility company

Up until relatively recently, individuals and

Natural Gas Choice

**Electric and** 

find the supplier, We can help you

product and

price that's

businesses did not have a choice on the

customers. Now, in certain states, individuals

purchased the energy and delivered it to its

exceptional personal

service you deserve.

similar to the way individuals choose in which

grocery store to do their shopping.

ing their electricity and natural gas suppliers,

and businesses have the option of choos-

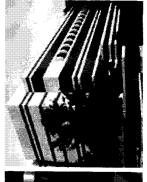
## Let us handle the hassle so you can focus on your core business













## **About Amerigreen**

Vision

(http://www.amerigreen.com/Home/AboutAmerigreen.aspx)

With over six decades of experience in the petroleum industry, the founders of AMERIgreen's interest in alternative energy became clear during the oil embargo of the early 1970s. They realized they were not just oil suppliers, but energy suppliers. Their vision, resources, and strong industry affiliations helped pioneer their early efforts in establishing a strong, energy independent America.

## Total commitment to customers is our highest priority.

Today, we have built a strong team of leading industry experts who take pride in being recognized as a trusted, long-term partner our customers have always counted on for guaranteed quality, procurement, and logistics concerns. With this, our commitment to you is to deliver the exceptional personal service you deserve. If you aren't satisfied, neither are we. That's a promise.

### The AMERIgreen vision of Energy Independence.

America's dependence on oil is one of the most serious threats that our nation faces. It bankrolls dictators, pays for nuclear proliferation, and funds both sides of our struggle against terrorism. It puts the American people at the mercy of unstable gas prices, stifles our innovation and limits our ability to compete.

Realizing this, the vision of our founders has never been stronger than it is today. If there was ever a time when a major shift in the U.S. energy economy was possible, it is now. Decades of pioneering research and development by both government and industry, have yielded new technologies that turn abundant domestic energy sources-including biomass, into transportation fuels and heat.

We feel strongly, that as a nation, we have the ingenuity and determination necessary to create an energy secure America. We can discover and implement new ways of building America's use of domestic, non-polluting renewable energy that create jobs, improves our security, and strengthens the health of our Nation and our economy.

### Mission

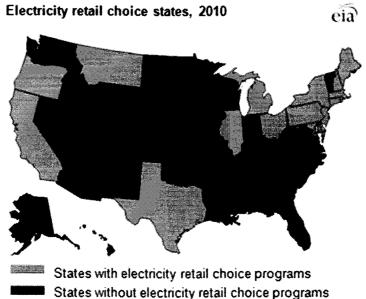
We work every day to improve America's energy freedom and sustainability for present and future generations. Providing domestically produced petroleum, biofuels, propane, lubricants, natural gas, and electricity through our growing network of committed AMERIgreen distributors.

Our success is dependent on the success of our distributors. Everything we do is aimed at helping our distributors succeed.

## **Electric & Gas Choice Overview**

### **Basics**

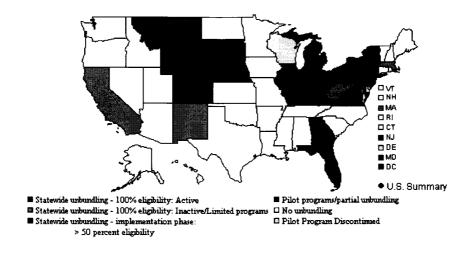
- Up until relatively recently, customers' local utility companies bought their energy and delivered that
  energy to their homes. However, now in many states, customers have the option to buy their energy
  from a company other than their local utility, called an Electric Generation Supplier (EGS), Electric
  Supply Company (ESCO), or Natural Gas Supplier (NGS) (collectively referred to herein as "choice
  supplier"). Regardless of whether a customer buys their power from the local utility company or a
  choice supplier, the local utility will still deliver that energy over its distribution system which it owns.
- Listed below are the states with retail electric choice programs:



• Listed below are the states with residential retail natural gas programs (only data available was for residential):

## Status of Natural Gas Residential Choice Programs by State as of December 2009

(Click on a State or its abbreviation for more information about that State. ) See U.S. Summary for 2009 Highlights



### Electric

- There are 3 main parts to an electric bill:
  - o Generation: charge for the physical electricity itself
  - **Transmission:** charge for the movement of electricity from where it is generated to the point of distribution
  - Distribution: charge for the final delivery of electricity from the point of distribution to customers' homes and businesses; typically recovered through a combination of a customer charge and a distribution charge
- When a customer purchases power from an EGS (as opposed to the utility), the customer pays the EGS
  for the Generation and Transmission, and the local utility for the Distribution; if the customer
  purchases power from the utility (the default provider), the customer pays the utility for all three
  components
- Utilities by law can not earn a profit on the generation/transmission portion; they must sell the physical power itself at cost. Utilities use revenues from the distribution charge to maintain the distribution system and also earn a "just and reasonable" rate of return
- If a customer "drops" the supplier, the customer is placed back with the utility for electric power supply; the utility purchases power for all customers who do not select an alternative supplier, filling the role of the default supplier
- Customers choose EGS's and plans based on various factors
  - o Price (\$ per kwh)
  - Price Type (Fixed, Variable, or Introductory Rate)
  - o Term Length

- o Renewable Electricity
- o Cancelation Fees
- Rewards

### Gas

- There are 2 main parts to a natural gas bill:
  - Natural Gas Supply: the charge for the physical natural gas
  - Distribution: charge for the final delivery of natural gas from the point of distribution to customers' homes and businesses; typically recovered through a combination of a customer charge and a distribution charge
- When a customer purchases gas from an NGS (as opposed to the utility), the customer pays the NGS
  for the Gas Supply, and the local utility for the Distribution; if the customer purchases gas from the
  utility (the default provider), the customer pays the utility for both components
- Utilities by law can not earn a profit on the gas supply portion; they must sell the physical natural gas itself at cost. Utilities use revenues from the distribution charge to maintain the distribution system and also earn a "just and reasonable" rate of return
- If a customer "drops" the supplier, the customer is placed back with the utility for natural gas supply; the utility purchases natural gas for all customers who do not select an alternative supplier, filling the role of the default supplier
- Customers choose NGS's and plans based on various factors
  - o Price (\$ per kwh)
  - Price Type (Fixed, Variable, or Introductory Rate)
  - o Term Length
  - o Carbon Offset Options

- o Cancelation Fees
- o Rewards



Operations in Delaware

**Taxes**: Electricity and natural gas are not taxed in Delaware.

## **Rate Classes:**

	Bill Copy	Shorthand
DPL	Small General Service	USGSBASIC
DPL	Medium General Service	USGSBASIC



## Delaware Utility Procedures and Information Last updated August 2015

## When (approximately) the different utilities make their ICAP updates available:

CPLC's are send a few days before June 1st, utility does not have them available ahead of time.

## When (approximately) the different utilities make their TRANS updates available:

CPLC's are send a few days before January 1st, utility does not have them available ahead of time.

## FORM OF VERIFICATION

COMMONWEALTH OF Pennsylvania)		
) SS COUNTY OF Lancaster)		
On this 3rd day of August, 2015, personal a Notary Public in and for the state and county aforesaid, Jon 2 & Natural Gas of AMERIgreen Energy, Inc., known to me per presented to me satisfactory evidence of identity, and acknowled and deed and the act and deed of such corporation, that the sign own proper handwriting, and that the facts set forth in this apprehense of his knowledge, information, and belief.	rsonally to be such or having ledged this document to be his act mature of such individual is in his	
The signor understands that the making of false statem denying the application, petition, or other filing or, if later disc or certification granted pursuant to the application, petition, or petition, or other filing is subject to all applicable sections of t amended from time to time relating to perjury, swearing falsel statements.  Signature of individual printed Name:	covered, for revoking any authority other filing. This application, he Delaware Code as may be	
SIGNED AND SWORN (OR AFFIRMED) before me on the 2015, by Karen L. Connelly		
Karen Z. Connelles  Signature of Pennsylvania Notarial Officer	SEAL	
Title (e.g., Notary Public)	My Commission Expires:    Y   27	
COMMONWEALTH OF PENNSYLVANIA  Notarial Seal  Karen L. Connelly, Notary Public  Penn Twp., Lancaster County  My Commission Expires Aug. 27, 2017  MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES		



## **Other Requirements**

**Legal Name:** 

AMERIgreen Energy, Inc.

State of incorporation:

Pennsylvania

**Business address:** 

1650 Manheim Pike, Suite 201 Lancaster, PA 17601

**Maryland Contact:** 

Robb Tricomi 1063 Lower Twin Lane Rd. New Castle, DE 19720

**Regulatory Contact:** 

Jon Loercher CEO of Electricity & Natural Gas Division <u>iloercher@amerigreen.com</u> (717) 690-2248

**Toll-free number:** 

(888) 559-4567

### **Description of Experience:**

We are currently licensed and operating as a broker for electric and natural gas in PA, NJ, NY and CT. Attached to this application are licenses for NJ and PA. We intend to broker to commercial customers via salesforce that has relationships with customer in Maryland. We intend to broker to residential customers through business relationships, SEO and SEM. Residential will not be our focus and at no point will we participate in door to door or cold calling to this class of customer.

## Types of customers we plan to serve:

Residential, Small Commercial, Large Commercial, Industrial

1650 Manheim Pike, Suite 201, Lancaster, PA 17601 · 717-945-1392 · www.amerigreen.com – broker@amerigreen.com